

DEGRAVE Camille

| PROCUREMENT SPECIALIST | 3.5 year experiences | International experiences (Canada, India, Peru, Belgium)

Flexible & Immediately available

Interests : industrial sector, purchasing strategy, international perspectives

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WORK EXPERIENCES

KLB GROUP CANADA / From October 2018 to May 2020 / Montreal, CANADA

Strategic procurement specialist, Consultant (indirect purchases) at HYDRO QUEBEC – Hydro-electric power

Mandate # 2: 6 months renewed twice and extension under a portage company from France during Covid-19

- **Objectives:** Optimization of transversal services: Medical Services \$ 14M, Property Management \$ 10M, Advisory Services \$ 47M, Headhunters \$ 10M, Debt collection \$ 12M, Actuarial services \$ 9M
- **Methodology applied:** Historical analysis of expenditure, Database cleaning, Current contract status, Market study, Porter, Kraljic, Risk analysis, Supplier performance study, business needs review with customers, RFI, Selection of levers and opportunity charter, Weekly progress review with a Strategic Transformation Committee, Definition of quantitative and qualitative objectives, Action plan for 2025
- **Example of optimization in Linguistic Services:** context of limited customer communication, flowchart of the process created with Visio, enhancement of the tool for transmitting customer requests (Flowfit), reduction of the panel from 40 to 4/5 suppliers for the FR-EN translation (RFP in progress), mitigation plan related to the labor shortage and the loss of specific expertise (indigenous translation), breakdown of the cost (TCO) in translation, analysis of prices per word vs average hourly rate (25% additional cost for 80% of the requested translation)
- **Creation of a supplier meeting indicator** for the team of 14 buyers
- **Results :**
 - 100% of strategies validated and presented to the Purchasing Direction of HYDRO QUEBEC (\$ 100M)
 - Management of a final project with purchasing planning objectives for all cross-functional services (\$ 450M)
 - Distance training of the two new consultants on the procurement strategy

Operational procurement specialist, Consultant (direct/indirect purchases) at VIA RAIL CANADA – Railway sector

Mandate #1 : 3 months renewed 3 times

- **Objectives :** Management of 3 multi-client purchasing portfolios : IT (licences-software-hardware), Infrastructure (engineering services, High Frequency Railway project for the future Toronto-Quebec line), Capital Asset Management (HR, Finance) 230M\$
- **Organizational aspects:** Prioritization of requests, Bi-weekly priority planning review
- **Operational aspects:** Identification of the needs with customers, Support for issuance of Purchase Order under Oracle, Amendments related to scope or budget improvements, Preparation of call documents (ITT, RFP, RFQ) in French and English with publication according thresholds on MERX (semi-public company), Bid analysis, Criteria weighting, Supplier evaluation grid, Writing of the approach justifying the final selection to Management (CFO, CEO approvals), Budget and invoice monitoring for ongoing master agreements for engineering services (8 providers including SNC Lavalin) and for corporate trainings (7 providers)
- **Contextual aspects:** Compliance with government regulations (related to publication and labor market provincial law), Projects including OPEX and CAPEX expenditures (identifying budgets of multi-stakeholders), Litigation management (invoicing, item identification), update of budgets under Oracle according to the previous ERP through JAVA, Support of the Legal department for specific terms and conditions
- **Continuous improvement actions initiated:** collaboration with the Innovation department to improve the pilot project planning and scope of work, study of IT needs to consolidate license purchases and simplify legal clauses
- **Results :**
 - 24 calls for tenders, including 3 related to Marketing-HR, 9 CAM and 12 FM (Snow removal)
 - Actions carried out with 114 out of 183 contracts, all portfolio combined, including 40 dispute solutions (PO / invoicing)
 - Support team buyers (additional actions on 19 contracts)
 - Time allocation of operational missions: 30% calls for tenders, 25% in the addition of background or scope review, 20% disputes, 25% contractual monitoring and amendments

SPIE NUCLEAR / From September 2017 to August 2018 / Marseille, FRANCE

Industrial procurement specialist – Nuclear energy

Apprenticeship within the Master 2 programme (125 hours per months at SPIE)

- **Objectives :** Tenders management for on-time industrial purchases and lead buyer for engineering services
- **Call for tenders for industrial purchases :** Massification of needs, Meeting with customers to review plans and/or certifications of goods, Negotiation for purchasing categories: Production consumables (screws, bolts), Cables (CR1 - C1, Copper-steel) , Intellectual properties (Technical assistance at national level), Electrical equipment (HTB), Ventilation (hood), Instrumentation (measuring device), Subcontracting (asbestos, fixed price study, prototype templates)
- **Management of the technical assistance portfolio with engineering service providers:** rationalization of the panel from 45 to 10 providers, meeting with suppliers, setting up a Kraljic matrix aligned with SPIE's needs, organization of *Save The Date* events to promote clearly the firm's expertise and future perspectives to the suppliers, standardization of processes for the Technical Assistance portfolio (standard specifications, shared files, reverse evaluation)
- **Study on the globalization of production consumables** for the Purchasing and CSR Director (turnover in 2018 of €7M)
- **Communication:** creation and communication of a Purchasing Newsletter to promote interest in the purchasing role and mission, Raising awareness of the offense of haggling to prescribers
- **Results :**
 - Increase of Technical Assistance expenses from € 1M to € 3.5 (tariff reference table)
 - 20-25% potential economic savings in Group-level production consumables
 - Thesis on CSR in nuclear procurement

DHL GLOBAL BUSINESS SERVICES / From January 2017 to July 2017 / Marseille, FRANCE

Junior procurement specialist – Logistics sector

- Support the team in various indirect purchasing portfolios for all DHL Business Units in France : IT, Building, Security, Facility Management and Transportation
- Sourcing suppliers, RFI/RFQ, Purchase orders management, Compliance

UJA CHARTERED ACCOUNTANT / From January to July 2016 / Pune, INDIA

Business Associate Europe – Financial sector

- Prospecting, Creating partnerships with Consulates, Embassies and Chambers, Market studies, Client database, Business trip in Germany



EDUCATION

- 2017/2018 **Master 2 Strategic Purchasing** | Grenoble IAE School of Management
- 2015/2017 **Master 1 International Business** | Aix IAE School of Management
 - > gap year in 2016/2017: internship in India, exchange in Peru
- 2012/2015 **Bachelor en Management** | Toulouse Business School
 - > exchange year in 2013/2014 in Belgium
- 2012 **A-level in Sciences with honours**



LANGUAGES & COMPUTER SKILLS

French
English
Spanish
Hindi, Chinese

Native
Proficient (C1+)
Intermediate (B2)
Notions

